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News and Views from the Farm Management Staff

UNITED STATES DEPARTMENT OF AGRICULTURE
FEDERAL EXTENSION SERVICE
Washington 25, D. C.

November 8, 1963

Dear Farm Management Extension Workers:

Our Travel Plans

In the next few weeks we will start pulling together our travel plans for the first six months of 1964, as nearly as possible in line with State requests.

On October 25, Dr. Davis sent the directors the roster of FES staff people available for field work. Enclosed is a copy of the page which deals with farm management. We will be pleased to work with you in regard to the areas indicated or other problem areas on which you feel we might provide assistance. It will help us in planning travel and in better preparing ourselves to be of help to you if you would send requests through your director by November 22. If dates are not determined, include nature of request and mark it "to be arranged." Then we can keep it in mind and follow up with you by correspondence.

Supplemental requests in addition to those made through the regular six months procedure should be initiated through your State director to the Administrator, FES. These requests can be made at any time for unforeseen needs for FES staff assistance. Also, if you would like FES aid in arranging assistance from other USDA agencies, please send such requests in a separate letter.

Farm and Home Management Conference held by OECD, Rennes, France

During the last week in September the Organization for Economic Cooperation and Development sponsored a seminar on the theme of "Cooperation in the Preparation and Execution of Farm and Home Management Activities." Dr. Margaret Browne, Director of the Home Economics Division and Buel Lanpher attended this conference, along with representatives from 20 other countries. The countries represented in OECD are mostly in Europe. It was felt that the session was quite successful in digging into the possibilities and limitations of jointly conducted farm and home management programs.

In addition to visiting with the farm management specialists attending the conference, Buel Lanpher was able to spend a few days in England and the Netherlands visiting with farm management and other agricultural advisory workers. He found that most of the northern Europeans had sizable record projects. There was much interest in further expanding record activities and in using them as a management

tool. There was considerable knowledge of and discussion about simplified linear programming among farm management personnel. It appears there is some use of the gross margins version by field workers in some of the countries.

Enterprise Accounting Makes Dollars and Sense

This is the topic of an article in the September issue of Better Farming Methods. You will find it of interest because it is addressed to farmers and deals with the "how" of enterprise accounts and their use, as well as the "why". Many of you know the author, Arthur Shultis, who was Extension Specialist in Farm Management at the University of California for 33 years.

December Issue - Extension Service Review - Devoted to Topic of Farm Records

We would like to especially flag to your attention the next issue of the Extension Service Review scheduled to come out around December 1. The experiences and observations of the State and county people who were called on to write the articles included, has resulted in an outstanding issue. We won't even admit that we are biased in feeling that it is one of the best issues of the Review ever published.

You may want to call this issue of the Review to the attention of your coworkers in both extension and research. Also, it may be of interest to credit organizations as well as other agri-business organizations.

Southern Workshop

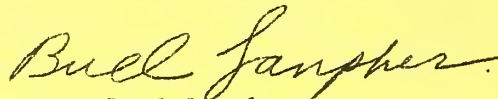
Held in Memphis, October 8-10, the Southern Extension Farm Management Workshop drew 80 participants. Fifteen were administrators, supervisors and agricultural program leaders. Their presence among the farm management specialists and common recognition of the growing importance of farm management in southern agriculture were two of the reasons for the high level of enthusiasm from start to finish.

The focus was on Extension's future farm management clientele, their probable major management procedures and educational needs, and how Extension can best help to meet them.

The workshop was sponsored by the Southern Farm Management Extension Committee. This committee is sponsored by the States concerned, FES and the Farm Foundation.

A copy of the proceedings of the workshop will be mailed to your campus when it is available.

Very truly yours,



Buel Lanpher
L. M. Vaughan
E. P. Callahan
G. J. Vollmar

Economists - Farm Management

Enclosure

FARM MANAGEMENT

Assistance to individual States in the development of farm management work through participation in:

- a. An overall review and analysis of management programs, the preparation of plans of work within the framework of Project III, and consideration of the role of economics in problem solving.
- b. Preparation of teaching materials and bringing together subject matter needed for discussing specific types of problems.
- c. Planning and conducting training sessions for State and county personnel.
- d. Consultation and exploration of key work areas of growing significance; such as management schools for farmers, electronic accounting projects, etc.
- e. Conferring and observing on educational methods and techniques in farm management.

North Central States-----	B. F. Lanpher
Northeastern States-----	L. M. Vaughan
Southern States-----	E. P. Callahan
Western States-----	G. J. Vollmar
National coordination of programs-----	B. F. Lanpher

While all staff members carry regional assignments, their assistance to individual States is not entirely confined to those States located in any one region. For example, Lanpher serves as a resource person on farm finance and credit. Vaughan serves as a resource person on Federal income tax reporting and management. Callahan will serve a resource function on leases, partnerships, and contracts. Vollmar will serve as a resource person on farm equipment, structures, and materials handling.

Excerpt from AO-147 (10-63), Field Work Requests to Federal Extension Service Staff, January 1 to June 30, 1964.

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